

Message Text

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R 191606Z AUG 76
FM SECSTATE WASHDC
TO AMEMBASSY BELGRADE
INFO AMCONSUL ZAGREB

C O N F I D E N T I A L STATE 206287

EXCON

E.O. 11652: GDS

TAGS:ESTC, YO

SUBJECT: MOTOROLA AND SUSPECT YUGO PRINCIPALS

1. AS EMBASSY AWARE, DOC HAS BEEN CONFRONTED WITH SERIOUS PROBLEM REGARDING APPROVAL/DISAPPROVAL OF EXPORTS TO CERTAIN YUGOSLAV ENTITIES. DOC INITIALLY HELD SUCH APPLICATIONS PENDING GOY RESOLUTION OF MUTUAL EXCON PROBLEM. SINCE SOLUTION HAS NOT BEEN FORTHCOMING, LAST MONTH DOC RWA'D SEVERAL APPLICATIONS FOR SHIPMENT WITH FOLLOWING STATEMENT:

YOUR APPLICATION CANNOT BE APPROVED IN VIEW OF CERTAIN DEROGATORY REPORTS RECEIVED ABOUT THE YUGOSLAV PRINCIPAL INVOLVED. WE ARE CONSULTING WITH THE YUGOSLAV AUTHORITIES TO DEVELOP A SATISFACTORY SOLUTION TO THE PROBLEM. HOWEVER, SINCE WE DO NOT ANTICIPATE REACHING A SOLUTION WITHIN THE NEXT SEVERAL MONTHS, WE ARE RETURNING THE APPLICATIONS TO YOU WITHOUT ACTION. IF YOU WISH, YOU MAY RESUBMIT THE CASES AT A LATER DATE.

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2. ON 5 AUGUST 76, MOTOROLA INC. EXECUTIVES VISITED DOC EXCON OFFICIALS TO DISCUSS YUGO PROBLEM. MOTOROLA IS ESPECIALLY ALARMED BECAUSE SEVERAL EXPORT APPLICATIONS WERE RWA'D FOR ABOVE REASON. THEY EMPLOY ELEKTROTEHNA LJUBLJANA AS AGENT FOR COMMUNICATION EQUIPMENT IN YUGOSLAVIA AND DO NOT WISH TO CHANGE AGENTS. THEY

EXPRESSED HOPE THAT ISSUE WOULD BE RESOLVED BEFORE MUCH LONGER.

3. DOC IS OF COURSE AWARE OF POSSIBILITY OF CONFUSING ELEKTROTEHNA BEOGRAD, ELEKTROTEHNA LJUBLJANA, AND ELEKTROTEHNA ZAGREB, AND, THEREFORE, MAKES POINT OF OBTAINING ACTUAL ADDRESSES FROM EXPORTERS. IF IT CAN BE DEMONSTRATED THAT ELEKTROTEHNA LJUBLJANA AND/OR ITS BRANCHES ARE NOT INVOLVED, APPLICATIONS ARE PROCESSED RAPIDLY. MOTOROLA WAS TOLD THIS, SINCE AMONG THEIR VARIOUS AGENTS, ELEKTROTEHNA BEOGRAD IS THEIR AGENT FOR SEMICONDUCTOR DEVICES.

4. SEVERAL MOTOROLA APPLICATIONS TO ELEKTRONSKA INDUSTRIJA (E.I.) WERE ALSO RWA'D. MOTOROLA TOLD DOC THAT CONTACTS IN YUGOSLAVIA SAID ELEKTRONSKA INDUSTRIJA WOULD WELCOME AN APPROACH BY EMBASSY TO CLEAR REPUTATION; IT WAS SUGGESTED THAT ONE MRS. GROZDENOVIC, E.I.'S EXIM MANAGER, BEOGRAD, BE CONTACTED.

5. WE PASS THIS ALONG FOR EMBASSY'S GUIDANCE, SHOULD IT DEEM CONTACT BENEFICIAL PRIOR TO SCHEDULED SEPTEMBER MEETING, OR IN EVENT MRS. GROZDENOVIC DECIDES ON HER OWN INITIATIVE TO APPROACH EMBASSY ON THIS SUBJECT. ROBINSON

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